# ROUs: 1110/1210/1310/1710 Distribute to RJR Managers w/Chain responsibility for chains on attached Excel spreadsheet

Sales 1221	_ 1222	Retail			
1222	77.57.6		B-IX :		
127			" ^! <b>李卓</b>		
1.	•	-	+ 10 <del>00</del> 0		
f			: kb		
12.		٠.	20		
TO AE		14Ç	FA		
704	F.SIA	5	em		

## RJ REYNOLDS TOBACCO COMPANY

J. CAMPBELL / ROU 1610 PROMOTIONAL COORDINATOR

8899 MAIN STREET WILLIAMSVILLE, NY 14221 (716) 634-4179 FAX (716) 634-3145

March 3, 1998

RJR Account #375878
P. Cox
McLANE-NORTHEAST

JUNE: DORAL B2G1F / PROMOTION #800433

Dear Paul:

Doral B2G1F pre-sleeved product, as well as <u>450</u> SKUs of Displays (item #541874) have been ordered to McLane NE to pack and ship this promotion to your participating retail accounts.

		#/Case	s Per St	yle \$	Amount	
PO #s	Product / State	LT MN 100	UL LT 100	FF BX 100	LT BX 100	\$ AMOUNT
######################################	UPC 12300-		2535 8	2535 9	2536 0	Million and the second of the
ER3353-01	B2G1F / PA	15	30	30	30	\$20,165.82

PO #ER3351-01

450 Displays / Item # 541874

PRODUCT / DISPLAYS ARRIVAL:

May 18, 1998

Ship Date to Retail:

Week of June 8, 1998

DISPLAY DETAIL

Item #541874 (Displays)

SKU CUBE:

1.2177

SKU WT (w/o Product):

1.9500 lbs

Retail Sales Offer per Sku:

21 Offers

PARTNERS 'BONUS' REPORTING DESCRIPTION 'DOR JUN B2G1F'

EACH PRE-SLEEVED 6M CASE CONTAINS 30 WHITE CARTONS.

EACH WHITE CARTON CONTAINS 3 PRE-SLEEVED B2G1F DEALS, PLUS 1 LOOSE LIVE PACK.

EACH DISPLAY CONTAINS 7 WHITE CARTONS OR '21 B2G1F OFFERS'.

THIS EQUATES TO 49 LIVE PACKS PER DISPLAY TO BE BILLED TO RETAIL.

IT IS STRONGLY RECOMMENDED THAT YOU PLACE 1 ADDITIONAL LOOSE LIVE PACK INTO EACH DISPLAY; THIS WILL ENABLE YOU TO BILL RETAIL © 5 CARTONS PER DISPLAY, RATHER THAN 4.9 CARTONS PER DISPLAY.

#### Billing per Sku:

- 5 Savings Cartons (if additional live pack is added to Display)
- 4.9 Savings Cartons (if additional live pack is NOT added to Display)

PROMOTION DESCRIPTION: SEE ENCLOSED 'WHOLESALER PACKING INSTRUCTIONS'.

UTILIZE PRE-ASSEMBLED DISPLAY. BECAUSE THIS PRODUCT IS PRE-SLEEVED, IT IS NOT NECESSARY TO 'LOAD' DISPLAY. RETAILERS WILL HANDLE DISPLAY SET-UP AT STORE LEVEL. SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED CUSTOMER LIST.

#### PLACE INTO EACH DISPLAY:

- \* 7 CARTONS: 2 EACH DORAL ULT LT 100/ FF BOX 100/ LT BOX 100 AND 1 CTN DORAL LT MEN 100
- \* 1 ADDITIONAL LOOSE LIVE DORAL PACK
  (ADD PACK ONLY IF BILLING @ 5 CARTONS PER DISPLAY)

EACH DISPLAY WILL CONTAIN 21 B2G1F OFFERS, AND EITHER 7 OR 8 LOOSE LIVE PACKS. (7 PACKS IF ADDITIONAL LIVE PACK IS <u>NOT</u> ADDED BY DIRECT ACCOUNT; 8 PACKS IF DIRECT ACCOUNT DOES ADD AN ADDITIONAL LIVE PACK).

RETAILER WILL PLACE THE LOOSE LIVE PACKS INTO ON-HAND INVENTORY.

(A 'RETAILER PROMOTIONAL PACKING EXPLANATION SHEET' IS INCLUDED IN EACH DISPLAY)

A list of accounts authorized to received packed displays is attached. RJR will reimburse you \$4.90 per promoted 6M case for all displays packed and shipped to retail on a timely basis. This equates to \$514.50 (105 (6M) cases @ \$4.90).

If you have any questions, please contact me. As always, thanks for your assistance in the marketing of our products.

Sincerely,



J. Campbell

Promotional Coordinator / 1610

/jc

cc: L. E. MacWilliams cc: R. Donahue / McLane 1610: DK / SS / RMD

1000: J. Piscitelli 1340: J. Rago

ROUs: 1110 / 1210 / 1310 / 1710

Distribute to RJR Managers w/Chain responsibility

for chains on attached Excel spreadsheet

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to

VAPB2G1F.DOC

McLANE-NORTHEAST (#375878): CIGARETTE DISPLAYS BY STATE

#### ROUS: 1110/1210/1310/1710 - DISTRIBUTE TO APPROPRIATE RJR CHAIN MANAGERS

### McLANE NE

JUNE:	DORAL	B2G1F	/ PROMO	TION #800433
IUUITE.		· DEU II		I I CI I TUUUTUU

RETAIL DISTRIBUTION DATE: J	UNE 8, 19	98		NUMBER OF DISPLAYS PER GROUP PER STATE												
CHAIN NAME	NO. OF STORES		TOTAL #/ DISPLAYS	c.	DE	M.	MO			N	λY	OH	C U Y A H O G			<b>5</b>
A-PLUS/ SUNOCO	158	See List	190		1						3			186		
BP OIL	44	See List	47											47		
COASTAL MART	17	2	34											34		
COUNTRY FAIR	61	See List	84									8		76		
HESS MART	6	2	12											12		
HESS STATION	31		31											31		
STARENTERPRISE	23		23		<u> </u>		<u> </u>							23		
INDEPENDENTS & SMALL CHAINS	4	See List	5				2	<del>                                     </del>		<u> </u>			<b> </b>	3		
TOTALS	344		426	0	1	0	2	0	0	0	3	8	0	412	0	0

McLAN	ENE: D	ORAL	B2G1F/J	UNE PROMOTION #8	00433	i	:		
RETAIL	DISTRI	BUTIO	N DATE:	WEEK OF JUNE 8, 19	98		<del></del>	<del></del>	
#/ STORES	   McLANE # I	#/ DISPLAYS	S CHAIN-ID	ACCOUNT NAME	CITY	STAT	TE TAX	S/REP	RJR#
1	548477	1		PETRO STOPPING CNTR.	ELKTON	MD		132604	
2	548478	1		PETRO FUEL ISLAND	ELKTON	MD		132604	
3	25619	2		TRAVEL PORT #141	GREENCASTLE	PA		292608	304039
4	89003	1		RAINBOW FINR FD #980	ERIE	PA	:	173001	284755
		5	Total				:		
1	900092	11	0353-0203	HESS STATION #38201	ALLENTOWN	PA	PEN	133204	126866
2	900100	11	0353-0203	HESS STATION #38202	ALLENTOWN	PA	PEN	133204	126860
3	900118	1	0353-0203	HESS STATION #38209	WHITEHALL	PA	PEN	133204	127017
4	900142	1	0353-0203	HESS STATION #38216	BENSALEM	PA	PEN	133201	779337
5	900175	1	0353-0203	HESS STATION #38250	YORK	PA	PA	173802	645527
6	900183	1	0353-0203	HESS STATION #38251	WEST LAWN	PA	PAS	173807	498329
7	900191	1	0353-0203	HESS STATION #38252	CARLISLE	PA	PA	173802	645511
8	900209	1	0353-0203	HESS STATION #38255	HARRISBURG	PA	PA	173803	82377
9	900233	1	0353-0203	HESS STATION #38258	LANCASTER	PA	PAS	173807	530118
10	900266	11	0353-0203	HESS STATION #38261	HANOVER	PA	PA	132201	226517
11	900282	11	0353-0203	HESS STATION #38263	SHAMOKIN DAM	PA		173804	596487
12	900290	11	0353-0203	HESS STATION #38267	LANCASTER	PA	PAS	173807	740916
13	900316	1	0353-0203	HESS STATION #38269	READING	PA	PAS	173807	740936
14	900324	1	0353-0203	HESS STATION #38276	WILLOW GROVE	PA	PEN	133203	523271
15	900332	1	0353-0203	HESS STATION #38277	GLENSIDE	PA		133203	127031
16	900357	1	0353-0203	HESS STATION #38279	KING OF PRUSSIA	PA	PAS	133205	524624
17	900373	1	0353-0203	HESS STATION #38281	LEWISBURG	PA	PA	173804	645662
18	900399	1	0353-0203	HESS STATION #38285	CAMP HILL	PA	įΡΑ	173802	621377
19	900407	1	0353-0203	HESS STATION #38286	BRISTOL	PA	PEN	133201	469601
20	900423	1	0353-0203	HESS STATION #38291	COATESVILLE	PA	IPEN	173807	625691
21	900449	1	0353-0203	HESS STATION #38303	LEBANON	PA	PA	173803	645663
22	900456	1	0353-0203	HESS STATION #38304	QUAKERTOWN	PA	PEN	133208	604565
23	900480	1	0353-0203	HESS STATION #38307	EXTON	PA	PEN	173807	143346
24	900498	1	0353-0203	HESS STATION #38350	TREXLERTOWN	PA	PEN	133204	126938
25	900506	1	0353-0203	HESS STATION #38351	ALLENTOWN	PA	PEN	133204	126919
26	900530	11	0353-0203	HESS STATION #38354	SINKING SPRING	PA	PAS	173807	183264
27	900548	1	0353-0203	HESS STATION #38355	YORK	PA	PA	173802	645595
28	900555	1	0353-0203	HESS STATION #38356	HARRISBURG	PA	PA_	173803	645654
29	900563	1	0353-0203	HESS STATION #38357	CARLISLE	PA	PA	173802	645604
30	900571	1	0353-0203	HESS STATION #38358	CARLISLE	PA	PA	173802	645602

5/1/98MCCUS433.XLS

McLAN	E NE: D	ORAL	B2G1F/J	<b>JUNE PROMOTION #</b> 8	300433	i			
	DISTRIE	BUTIO	N DATE:	WEEK OF JUNE 8, 19	998	į	:		
#/ STORES	McLANE# (	#/ DISPLAY:	S CHAIN-ID	ACCOUNT NAME	CITY	STAT	E TAX	S/REP	RJR#
31	902544	1	0353-0203	HESS STATION #38254	LEMOYNE	PA	PA	173802	
		31	0353-0203 T	otal		.			
1	900159	2	0353-0303	HESS MART #38245	READING	PA	PEN	173807	93674
2	900431	22	0353-0303	HESS MART #38295	READING	PA	PEN	173807	963772
3	900472	2	0353-0303	HESS MART #38306	ALLENTOWN	PA	PEN	133204	126921
4	900514	2	0353-0303	HESS MART #38352	COOPERSBURG	PA	PEN	133208	126934
5	900522	2	0353-0303	HESS MART #38353	THORNDALE	PA	PEN	173807	143288
6	902759	2	0353-0303	HESS MART #38363	MACUNGIE	PA		133201	792339
		12	0353-0303 T	otal					
1	46722	1	0362-0100	A-PLUS LHB LTD #2	MECHANICSBURG	PA		173802	790302
		1	0362-0100 T	otal			:		
1	97675	1	0362-0101	SUNOCO A-PLUS	NEW CASTLE	DE		132606	665055
2	46078	11	0362-0101	A-PLUS 60477	POTTSVILLE	PA	PEN	173806	184742
3	46904	1	0362-0101	A-PLUS MINI #60218	PHILADELPHIA	PA	PEN	132608	778618
4	47332	11	0362-0101	A-PLUS #60471	READING	PA	PEN	173807	777394
5	47696	1	0362-0101	SUNOCO #8268	PHILADELPHIA	PA	PEN	133408	385953
6	48439	1	0362-0101	A-PLUS #60368	WAYNE	PA	<u> </u>	133202	610057
7	49031	1	0362-0101	P&O, INC.	LANCASTER	PA	PEN	173807	181429
8	49320		0362-0101	A-PLUS #60451	ALLENTOWN	PA		133204	776876
9 !	49718	11	0362-0101	A-PLUS MINI #60214	PHILADELPHIA	PA		133206	778671
10	97303	3	0362-0101	SUNOCO #5040	READING	PA		173807	968498
11	97402	2	0362-0101	PARDO'S A-PLUS	WEST CHESTER	PA		173807	284658
12	97543	1	0362-0101	SUNOCO MINI MT.#7024	DREXEL HILL	PA	: 	133202	307190
		15	0362-0101 T	otal					
1	46706	2	0362-0102	JOHN CELLA D/B/A	WASHINGTONVILLE	NY	NYS	133005	368196
		2	0362-0102 To	otal		<u> </u>		1	
1	45906	3	0362-0103	KRADEL'S M/M	BUTLER	PA	:	173005	631977
2	46698	1	0362-0103	VANDYS A-PLUS #60467	QUENTIN	PA	:	173803	776158
3	47019	2	0362-0103	A-PLUS MINI MT.60396	NEW BETHLEHEM	PA	PEN	173005	844296
4	47373	11	0362-0103	A-PLUS 60303	HARRISBURG	PA		173803	776228
5	47456	1	0362-0103	APLUS/SUN COOP 7379	PITTSBURGH	PA	PEN	173202	63275
6	47498	1	0362-0103	VANDY'S A-PLUS #2	CAMP HILL	PA		173802	775365
7	47662	1	0362-0103	JORDEN'S A PLUS	PITTSBURGH	PA	:	173204	661913
8	47738	2	0362-0103	A-PLUS LHB LIMITED	CAMP HILL	PA		173802	765433
9	48165	1	0362-0103	SALIBA A-PLUS	CONNELLSVILLE	PA		173203	846917

				IUNE PROMOTION #8					
	DISTRIE		N DATE:	WEEK OF JUNE 8, 19	98				
#/ STORES	McLANE # I	# DISPLAY	S CHAIN-ID	ACCOUNT NAME	CITY	STA	TE TAX	S/REP	RJR#
10	48306	1	0362-0103	A-PLUS EXPRESS #7361	ALIQUIPPA	PA		173006	520760
11	48603	2	0362-0103	APLUS EXPRESS	INDIANA	PA		173005	688938
12	49015		0362-0103	A PLUS #60567	PITTSBURGH	PA		173202	337598
13	49049	1	0362-0103	A PLUS #60545	WASHINGTON	PA		173206	632426
14	49247		0362-0103	DAW A PLUS	JEANNETTE	PA	PEN	173203	845660
15	49254	1	0362-0103	A-PLUS #60423	BROWNSVILLE	PA	- <del></del>	173201	337894
16	49338	1	0362-0103	A PLUS MINI MART	UNIONTOWN	PA		173201	661595
17	49353	3	0362-0103	A-PLUS 60297	SUNBURY	PA	. <del></del> .	173804	775476
18	49486	1	0362-0103	A-PLUS 60302	HARRISBURG	PA		173803	776229
19	49510	1	0362-0103	A-PLUS 60307	HARRISBURG	PA	<u></u> .	173803	180277
20	49775	1	0362-0103	FALOONS A PLUS 60482	GETTYSBURG	PA	_ <del></del>	173802	37507
21	556057	1	0362-0103	A-PLUS #60402	ERIE	PA		173001	441824
		28	0362-0103 T	otal				: 	
1	1751	2	0362-0201	A-PLUS COOP #7200	PHILADELPHIA	PA		133408	960373
2	40709	2	0362-0201	A-PLUS COOP #7309	ALLENTOWN	PA	PEN	133204	183598
3	40758	2	0362-0201	A-PLUS COOP #7497	LANSDALE	PA	PEN	133203	277587
4	40766	1	0362-0201	A-PLUS COOP #7496	WYOMISSING	PA	PEN	173807	183271
5	40857	2	0362-0201	A-PLUS COOP #7349	PHILADELPHIA	PA	PEN	133408	778778
6	40972	1	0362-0201	A-PLUS COOP #7315	BERWYN	PA		173807	625574
7	40980	2	0362-0201	A-PLUS COOP #7310	BUTZTOWN	PA	PEN	133204	776722
88	41178	11	0362-0201	A-PLUS COOP #7350	READING	PA	PEN	173807	776551
9	41210	2	0362-0201	A-PLUS COOP #7335	PHILADELPHIA	PA	· · · · · · · · · · · · · · · · · · ·	133409	393478
10	42010	2	0362-0201	A-PLUS COOP #7300	BALA CYNWYD	PA		133202	597670
11	42622	1	0362-0201	A-PLUS COOP #7490	WEST HAZLETON	PA	PEN	173806	777064
12	42846	2	0362-0201	A-PLUS COOP #7312	REAMSTOWN	PA		173803	620806
13	42911	1	0362-0201	A-PLUS COOP #7425	LANCASTER	PA	PEN	173807	775492
14	43000	2	0362-0201	A-PLUS COOP #7403	PHOENIXVILLE	PA	·	133205	378518
15	43059	2	0362-0201	A-PLUS COOP #7322	NORTH WALES	PA	PEN	133203	452469
16	43109	1	0362-0201	A-PLUS COOP #7316	WYOMISSING	PA	PEN	173807	776419
17	43380	1	0362-0201	A-PLUS COOP #7307	BREINIGSVILLE	PA		173806	776558
18	43455	2	0362-0201	A-PLUS COOP #7319	PROSPECT PARK	PA		132607	568701
19	43612	2	0362-0201	A-PLUS COOP #7304	ALLENTOWN	PA		133204	618178
20	43703	1	0362-0201	A-PLUS COOP #7321	READING	PA		173807	454921
21	43760	2	0362-0201	A-PLUS COOP #7406	WARMINSTER	PA		133203	126973
22	43778	_1	0362-0201	A-PLUS COOP #7511	WEST CHESTER	PA	a_	173807	610121

McLAN	ENE: D	ORAL	.B2G1F/.	<b>JUNE PROMOTION</b>	#800433			·	
	DISTRIE	BUTIC	N DATE:	WEEK OF JUNE 8,	1998				
#i STORES	McLANE# D	#/ DISPLAY	'S CHAIN-ID	ACCOUNT NAME	СІТУ	STAT	E TAX	S/REP	RJR#
23	43851	2	0362-0201	A-PLUS COOP #7189	ALLENTOWN	PA		133204	606432
24	43968	2	0362-0201	A-PLUS COOP #7194	PHILADELPHIA	PA		133207	21833
25	44032	2	0362-0201	A-PLUS COOP #7205	KING OF PRUSSIA	PA	·	133205	778949
26	44701	1	0362-0201	A-PLUS COOP #7504	READING	PA		173807	663800
27	44750	2	0362-0201	A-PLUS COOP #7505	PHILADELPHIA	PA		133206	666052
28	44818	1	0362-0201	A-PLUS COOP #7142	LANCASTER	PA		173807	492926
29	44875	2	0362-0201	A-PLUS COOP #7148	SPRING CITY	PA	-	133205	702012
30	44909	1	0362-0201	A-PLUS COOP #7149	READING	PA		173807	668495
31	97444	2	0362-0201	A-PLUS COOP #6021	BALA CYNWYD	PA		133202	200511
32	97527	1	0362-0201	A-PLUS COOP #7039	EXTON	PA		173807	590450
		51	0362-0201 T	otal				ļ	
1	10389	1	0362-0203	A-PLUS COOP #7176	AMBRIDGE	PA	PEN	173004	845003
2	40550	1	0362-0203	A-PLUS COOP #7374	WHITE HALL	PA	PEN	173202	845710
3	40568	11	0362-0203	A-PLUS COOP #7353	MILLVALE	PA	PEN	173207	844857
4	40618	1_	0362-0203	A-PLUS COOP #7485	PITTSBURGH_	PA	PEN	173207	337077
5	40626	1	0362-0203	A-PLUS COOP #7476	PITTSBURGH	PA	PEN	173202	845514
6	40634	1	0362-0203	A-PLUS COOP #7375	PITTSBURGH	PA	PEN	173202	845556
7	40659	1	0362-0203	A-PLUS COOP #7371	SCOTTDALE	PA		173203	765996
8	40667	1	0362-0203	A-PLUS COOP #7503	GREENSBURG	PA	PEN	173203	174204
9	41004	_1	0362-0203	A-PLUS COOP #7501	E PITTSBURGH	PA	PEN	173204	500779
10	41079	1	0362-0203	A-PLUS COOP #7423	NEW KENSINGTON	PA	PEN	173005	947628
11	41095	1	0362-0203	A-PLUS COOP #7422	YORK	PA		173802	282653
12_	41665	1	0362-0203	A-PLUS COOP #7380	JOHNSTOWN	PA	PEN	173805	738752
13	41673	1	0362-0203	A-PLUS COOP #7356	NEW CASTLE	PA	PEN	173004	844207
14	41715	11	0362-0203	A-PLUS COOP #7373	LOCK HAVEN	PA		173804	775563
15	42713	1	0362-0203	A-PLUS COOP #7430	CRAFTON	PA	PEN	173007	845522
16	42770	11	0362-0203	A-PLUS COOP #7355	BUTLER	PA	PEN	173005	381930
17	42994	11	0362-0203	APLUS COOP #7484	ALLENWOOD_	PA	<u> </u>	173804	683436
18	43117	1	0362-0203	A-PLUS COOP #7362	MARS	PA PA		173004	734882
19	43356	1	0362-0203	A-PLUS COOP #7486	STATE COLLEGE	PA		173805	766170
20	43562	1	0362-0203	A-PLUS COOP #7173	HARRISBURG	PA		173803	776198
21	43802	2	0362-0203	A-PLUS COOP #7177	YORK	PA	<u> </u>	173802	586279
22	43869	1	0362-0203	A-PLUS COOP #7372	SWISSVALE	PA	PEN	173207	336955
23_	44073	2	0362-0203	A-PLUS COOP #7216	FAYETTEVILLE	PA		292608	776087
24	44107	1	0362-0203	A-PLUS COOP #7421	NEW KENSINGTN	PA	PEN	173005	845038

McLANE NE: DORAL B2G1F / JUNE PROMOTION #800433								<del></del>	
	DISTRI		N DATE:	WEEK OF JUNE 8, 1	998				
#/ STORES	McLANE#	#/ DISPLAYS	CHAIN-ID	ACCOUNT NAME	CITY	STAT	TE TAX	S/REP	RJR#
25	44180	1	0362-0203	A-PLUS COOP #7359	GIBSONIA	PA		173004	436867
26	44198	1	0362-0203	A-PLUS COOP #7358	CORAOPOLIS	PA		173006	520762
27	44206	1	0362-0203	A-PLUS COOP #7428	NO. HUNTINGTON	PA		173203	447190
28	44255	1	0362-0203	A-PLUS COOP #7427	PITTSBURGH	PA		173202	520744
29	44610	11	0362-0203	A-PLUS COOP #7135	BEAVER	PA	PEN	173004	335859
30	44768	11	0362-0203	A-PLUS COOP #7508	BRIDGEVILLE	PA	<del></del>	173206	674695
31	44800	11	0362-0203	A-PLUS COOP #7139	GLENSHAW	PA	PEN	173207	845515
32	44826	11	0362-0203	A-PLUS COOP #7144	PITTSBURGH	PA		173207	845840
33	44990	1	0362-0203	A-PLUS COOP #7197	PITTSBURGH	PA	PEN	173204	845452
34	48306	1	0362-0203	A-PLUS #7234	ALIQUIPPA	PA		173006	809034
35	96297	11	0362-0203	A-PLUS COOP #6969	WEXFORD	PA		173004	844932
36	97014	1	0362-0203	A-PLUS COOP #6962	GREENSBURG	PA	: 	173203	559237
37	97022	1	0362-0203	A-PLUS COOP #6970	PITTSBURGH	PA		173207	845087
38	97451	1	0362-0203	A-PLUS COOP #6950	ALLISON PARK	PA		173004	336253
39	97493	1.	0362-0203	A-PLUS COOP #6967	NORTH VERSAILLE	PA		173204	907261
40	97501	1	0362-0203	A-PLUS COOP #6968	PENN HILLS	PA		173207	844942
41		1	0362-0203	A-PLUS COOP #7228	JOHNSTOWN	PA	:	173805	790328
		43	0362-0203 T	otal		<u> </u>			<u> </u>
1	41202	1	0362-0301	SUNOCO COOP #7494	KING OF PRUSSIA	PA	PEN	133205	90409
2	42663	1	0362-0301	SUNOCO COOP #7392	SHARON HILL	PA	·	132607	779500
3	42671	11	0362-0301	SUNOCO COOP #7495	MEDIA	PA		132607	509837
4	42689	1	0362-0301	SUNOCO COOP #7323	CLIFTON HEIGHTS	PA		133202	779501
5	42705	1	0362-0301	SUNOCO COOP #7489	LANDISVILLE	PA	PEN	173803	777402
6	42812	1	0362-0301	SUNOCO COOP #7317	COATESVILLE	PA	!	173807	779508
7	42853	1	0362-0301	SUNOCO COOP #7492	EPHRATA	PA	PEN	173803	73990
88	42879	11	0362-0301	SUNOCO COOP #7351	COLUMBIA	PA	PEN	173802	518830
9_	43034	1	0362-0301	SUNOCO COOP #7498	AMBLER	PA	<del></del>	133203	672998
10	44883	1	0362-0301	SUNOCO COOP #7154	WEST CHESTER	PA		173807	745904
11	96388	11	0362-0301	SUNOCO COOP #7019	WEST CHESTER	PA	·	173807	611887
		11	0362-0301 T	otal					
1	43950	1	0362-0302	SUNOCO COOP #7183	MONROE	NY	·	133005	735306
		1	0362-0302 T	otal			·- <u></u>	1	
1	41244	1	0362-0303	SUNOCO COOP #7169	BELLE VERNON	PA		173202	896446
2	41665	1	0362-0303	SUNOCO COOP #7433	JOHNSTOWN	PA		173805	520754
3	42176	1	0362-0303	SUNOCO COOP #7478	ALTOONA	PA		173805	520750

5/1/98MCCUS433.XLS Page 5 51853 4884

McLAN	IE NE: D	ORAL	B2G1F/	JUNE PROMOTION #	800433		
RETAIL	L DISTRI	BUTIO	N DATE:	WEEK OF JUNE 8, 1	998		
#/ STORES	McLANE#	#/ DISPLAYS	S CHAIN-ID	ACCOUNT NAME	CITY	STATE TA	X S/REP RJR#
4	42192	11	0362-0303	SUNOCO COOP #7411	KITTANNING	PA PE	N 173005 521312
5	42861	1	0362-0303	SUNOCO COOP #7479	ANNVILLE	PA	173803 309264
6	42895	1	0362-0303	SUNOCO COOP #7483	YORK	PA	173802 74771
7	42937	1	0362-0303	SUNOCO COOP #7408	HERSHEY	PA	173803 309258
. 8	43141	1	0362-0303	SUNOCO COOP #7432	SHIPPENSBURG	PA	173802 521777
9	43331	1	0362-0303	SUNOCO COOP #7413	MOUNT PLEASANT	PA	173203 521337
10	43570	11	0362-0303	SUNOCO COOP #7434	LEWISTOWN	PA	173804 581837
11	43901	1	0362-0303	SUNOCO COOP #7103	ARNOLD	PA	173005 655357
12	44016	1	0362-0303	SUNOCO COOP #7209	LATROBE	PA	173203 638714
13	44313	1	0362-0303	SUNOCO COOP #7481	NEW STANTON	PA	173203: 435130
14_	44321	11	0362-0303	SUNOCO COOP #7419	UNIONTOWN	PA	173201 614147
15	44347	1	0362-0303	SUNOCO COOP #7414	BELLEVUE	PA :	173007 320566
16	44404	1	0362-0303	SUNOCO COOP #7477	GREENSBURG	PA	173203 417858
17	44412	1	0362-0303	SUNOCO COOP #7416	PITTSBURGH	PA	173207 651827
18	44651	11	0362-0303	SUNOCO COOP #7480	LATROBE	PA	173203 686234
19	44693	11	0362-0303	SUNOCO COOP #7125	BEAVER	PA	173004 667986
20	97048	1_	0362-0303	SUNOCO COOP #6961	GLENSHAW	PA	173207 844934
21_	97519	1	0362-0303	SUNOCO COOP #6966	NATRONA HTS	PA	173005 844341
		21	0362-0303 T	otal			

McLAN	E NE: D	ORAL	B2G1F/J	UNE PROMOTION #8	00433	!	
RETAIL	DISTRI	BUTIO	N DATE:	WEEK OF JUNE 8, 199	98	1	<u>:</u>
#/ STORES	McLANE#	#/ DISPLAY:	S CHAIN-ID	ACCOUNT NAME	CITY	STATE TAX	S/REP RJR#
11	18218	1	0362-0401	SUNOCO COOP TPK 7092	BOWMANSVILLE	PA	173807 521735
2	18226	11	0362-0401	SUNOCO COOP TPK 7093	ELVERSON	PA	173807 397219
3	18309	11	0362-0401	SUNOCO COOP TPK 7087	WESCOSVILLE	PA	133204 521734
4	18317	1	0362-0401	SUNOCO COOP TPK 7088	JIM THORPE	PA	173806 672683
		4	0362-0401 T	otal			
11	18192	1	0362-0403	SUNOCO COOP TPK 7090	MIDDLETOWN	PA i	173803 674240
2	18200	1	0362-0403	SUNOCO COOP TPK 7091	ELIZABETHTOWN	PA	173803 660779
3	18242	1	0362-0403	SUNOCO COOP TPK 7095	VERONA	PA	173207 655923
4	18259	1	0362-0403	SUNOCO COOP TPK 7096	WARRENDALE	PA	173004 649376
5	18267	11	0362-0403	SUNOCO COOP TPK 7083	ROCHESTER	PA	173004 649115
6	18325	1	0362-0403	SUNOCO COOP TPK 7089	HUNKER	PA	173203 688932
7	18333	1	0362-0403	SUNOCO COOP TPK 7079	BEDFORD	PA	173801 415993
8	18341	1	0362-0403	SUNOCO COOP TPK 7076	SOMERSET	PA	173801 415999
9	18358	1	0362-0403	SUNOCO COOP TPK 7077	SOMERSET	PA	173801 415990
10	18366	1	0362-0403	SUNOCO COOP TPK 7078	BEDFORD	PA	173801 415992
11	18374	1	0362-0403	SUNOCO COOP TPK 7080	WATERFALL	PA	173805 745905
12	18382	1	0362-0403	SUNOCO COOP TPK 7081	NEWBURG	PA	173805 402559
13	18390	1	0362-0403	SUNOCO COOP TPK 7082	PLAINFIELD	PA	173802 402564
		13	0362-0403 T	otai			
1	700013	1	1114-1000	BP #07001	PITTSBURGH	PA	173007 372526
2	700021	1	1114-1000	BP #07003	SEWICKLEY	PA	173004 550681
3	700039	1	1114-1000	BP #07005	PITTSBURGH	PA	1732021 903537
4	700047	2	1114-1000	BP #07007	CORAOPOLIS	PA	173006 44966
5	700054	1	1114-1000	BP #07013	CORAOPOLIS	PA	173006 509386
. 6	700062	11	1114-1000	BP #07029	ERIE	PA	173001: 39938
7	700070	1	1114-1000	BP #07034	ERIE	PA	173001 706636
8	700088	1	1114-1000	BP #07043	MEADVILLE	PA	173001 840746
9	700096	1_	1114-1000	BP #07047	BETHEL PARK	PA	173202 40053
10	700104	1	1114-1000	BP #07049	BUTLER	PA	173005  302209
11	700112	1	1114-1000	BP #07052	MARS	PA	173004 88385
12	700120	1	1114-1000	BP #07076	ERIE	PA	173001 168778
13	700138	11	1114-1000	BP #07089	OAKDALE	PA	173206 620438
14	700146	1	1114-1000	BP #07100	NATRONA HTS	PA	173005 536698
15	700153	1	1114-1000	BP #07106	AMBRIDGE	PA	173004: 524967
16	700161	1	1114-1000	BP #07158	MC MURRAY	PA	173206 291467

McLAN	IE NE: DO	ORAL	. B2G1F/J	IUNE PROMOTIO	N #800433	1	
RETAIL	DISTRIE	UTIC	N DATE:	WEEK OF JUNE 8	3, 1998		_:
#/ STORES	McLANE# D	#/ ISPLAY	'S CHAIN-ID	ACCOUNT NAME	CITY	STATE TAX	S/REP RJR#
17	700179	1	1114-1000	BP #07159	PITTSBURGH	PA	173204 901689
18	700187	1	1114-1000	BP #07180	MILLVALE	PA	173207 638733
19	700195	1	1114-1000	BP #07183	GROVE CITY	PA	173004 346227
20	700203	1	1114-1000	BP #07192	MC KEES ROCKS	PA	173007 547119
21	700211	2	1114-1000	BP #07211	CANONSBURG	PA	173206 46836
22	700229	1_	1114-1000	BP #07282	ERIE	PA	173001 289968
23	700237	1	1114-1000	BP #07288	CARNEGIE	PA	173007 529108
24	700245	1	1114-1000	BP #07289	WEXFORD	PA	173004 31776
25	700252	1	1114-1000	BP #07297	WASHINGTON	PA	173206 963910
_26	700260	1	1114-1000	BP #00938	SWISSVALE	PA	173207 467591
27	700278	1	1114-1000	BP #00986	MONROEVILLE	PA	173204 460233
28	700286	11	1114-1000	BP #00999	NEW KENSINGTON	PA	173005 697369
29	700294	2	1114-1000	BP #01000	PITTSBURGH	PA	173007 62724
30	700302	1	1114-1000	BP #01067	WEST MIFFLIN	PA	173202 72504
31	700310	1	1114-1000	BP #01340	ERIE	PA	173001 310730
32	700328	1	1114-1000	BP #01988	MOUNT LEBANON	PA	173007 40055
33	700369	_1_	1114-1000	BP #07300	ERIE	PA	173001 840877
34	700377	_1	1114-1000	BP #07315	PITTSBURGH	PA	173007 517045
35	700385	1	1114-1000	BP #07331	ERIE	PA	173001 511971
36	700393	1	1114-1000	BP #07335	VERONA	PA	173207 638804
37	700401	1	1114-1000	BP #07338	PITTSBURGH	PA	173007 266029
38	700419	1	1114-1000	BP #07411	WASHINGTON	PA	173206 535772
39	700427	1	1114-1000	BP #07614	WASHINGTON	PA	173206 846867
40	700435	1	1114-1000	BP #57102	LOWER BURRELL	PA	173005 844248
41	700443	1	1114-1000	BP #57119	MONROEVILLE	PA	173204 337070
42	700450	1	1114-1000	BP #57301	PITTSBURGH	PA	173207 233518
43	700468	11	1114-1000	BP #57427	BRIDGEVILLE	PA	173206 268936
44	700518	1	1114-1000	BP #07110	NEW CASTLE	PA	173004 763918

47

1114-1000 Total

McLAN	IE NE: D	ORAL	B2G1F/	IUNE PROMOTION #8	00433				
RETAIL DISTRIBUTION DATE: WEEK OF JUNE 8, 1998									
#/ STORES	McLANE# [	#/ DISPLAY	S CHAIN-ID	ACCOUNT NAME	CITY	STATE TAX	S/REP	RJR#	
11	650002	1	1327-0300	STARENTERPRISE #3354	KING OF PRUSSIA	PA	133205	683122	
2	650010	1	1327-0300	STARENTERPRISE #3307	BROOKHAVEN	PA	132607	558517	
3	650028	1	1327-0300	STARENTERPRISE #3310	SPRINGFIELD	PA	133202	255088	
4	650036	11	1327-0300	STARENTERPRISE #3326	LEVITTOWN	PA	133201	681999	
5	650044	11	1327-0300	STARENTERPRISE #3329	WARMINSTER	PA	133203	343734	
6	650069	1	1327-0300	STARENTERPRISE #3337	AMBLER	PA	133203	394614	
7	650077	1	1327-0300	STARENTERPRISE #3349	LEVITTOWN	PA	133201	484814	
8	650085	1	1327-0300	STARENTERPRISE #3500	PHILADELPHIA	PA	133206	87338	
9	650101	1	1327-0300	STARENTERPRISE #3504	DOYLESTOWN	PA	133208	562881	
10	650119	1	1327-0300	STARENTERPRISE #3519	PHILADELPHIA	PA	133207	228623	
11	650127	1	1327-0300	STARENTERPRISE #3506	DOYLESTOWN	PA	133208	230413	
12	650135	1	1327-0300	STARENTERPRISE #3508	PHILADELPHIA	PA	133207	191723	
13	650143	1	1327-0300	STARENTERPRISE #3509	ALLENTOWN	PA	133204	226838	
14	650150	1	1327-0300	STARENTERPRISE #3510	ALLENTOWN	PA	133204	223202	
15	650168	1	1327-0300	STARENTERPRISE #3511	COOPERSBURG	PA	133208	305502	
16	650176	1	1327-0300	STARENTERPRISE #3514	NORRISTOWN	PA	133205	320697	
17	650192	1	1327-0300	STARENTERPRISE #3516	LEVITTOWN	PA	133201	798715	
18	650200	11	1327-0300	STARENTERPRISE #3520	PHOENIXVILLE	PA	133205	610130	
19	650218	1	1327-0300	STARENTERPRISE #3521	COATESVILLE	PA	173807	15002	
20	650226	1	1327-0300	STARENTERPRISE #3539	PHILADELPHIA	PA	133206	87334	
21	650234	1	1327-0300	STARENTERPRISE #3554	LANGHORNE	PA	133201	241566	
22	650242	1	1327-0300	STARENTERPRISE #3560	THORNDALE	PA	173807	254660	
23	650275	1	1327-0300	STARENTERPRISE #3564	PHILADELPHIA	PA	133206	287792	
		23	1327-0300 T	otal					
1	33019	2	1906-1404	COASTAL MART 7401	LEWISBURG	PA	173804	182231	
2	33027	2	1906-1404	COASTAL MART 7402	SELINSGROVE	PA	173804	621300	
3	33043	2	1906-1404	COASTAL MART 7404	WEST MILTON	PA	173804	776295	
4	33050	2	1906-1404	COASTAL MART 7405	MIDDLEBURG	PA	173804	182483	
5	33068	2	1906-1404	COASTAL MART 7406	MIFFLINBURG	PA	173804	182470	
6	33092	2	1906-1404	COASTAL MART 7409	MILTON	PA	173804	182207	
7	33126	2	1906-1404	COASTAL MART 7412	MONTANDON	PA	173804	775909	
8	33134	2	1906-1404	COASTAL MART 7413	NORTHUMBERLND	PA	173804	776006	
9	33159	2	1906-1404	COASTAL MART 7415	ELYSBURG	PA	173804	464027	
10	33167	2	1906-1404	COASTAL MART 7416	SUNBURY	PA	173804	776226	
11	33209	_2	1906-1404	COASTAL MART 7420	HERNDON	PA	173804	45529	

5/1/98MCCUS433.XLS Page 9 51853 4888

McLAN	E NE: DO	ORAL	B2G1F/	IUNE PROMOTION #	800433		
RETAIL DISTRIBUTION DATE: WEEK OF JUNE 8, 1998					:		
#/ STORES	McLANE# D	#/ DISPLAY:	S CHAIN-ID	ACCOUNT NAME	CITY	STATE TAX	S/REP RJR#
12	33225	2	1906-1404	COASTAL MART 7422	TREVORTON	PA	173804 464015
13	33241	2	1906-1404	COASTAL MART 7424	MT PLEASANT MILLS	PA	173804 776231
14	33258	2	1906-1404	COASTAL MART 7425	MILTON	PA	173804 66910
15	33274	2	1906-1404	COASTAL MART 7427	MONTGOMERY	PA	173804 50865
16	33282	2	1906-1404	COASTAL MART 7428	SOUTH WILLIAMSP	PA	173804 490408
17	33290	2	1906-1404	COASTAL MART 7431	WILLIAMSPORT	PA	173804 716776
ļ		34	1906-1404 T	otal		<u> </u>	<u>.</u>
1	88609	_1	1945-0000	COUNTRY FAIR #60	NILES	ОН	173002 416233
2	88674	1	1945-0000	COUNTRY FAIR #67	MINERAL RIDGE	ОН	173003  843915
3	88682	1	1945-0000	COUNTRY FAIR #68	AUSTINTOWN	ОН	173003 843730
4	88716	1	1945-0000	COUNTRY FAIR #71	HUBBARD	ОН	173003 221018
5	88740	1	1945-0000	COUNTRY FAIR #74	WARREN	ОН	173002 220606
6	88856	2	1945-0000	COUNTRY FAIR #85	WARREN	ОН	173002 48192
7	88948	1	1945-0000	COUNTRY FAIR #94	YOUNGSTOWN	ОН	173006 306372
8	88013	4	1945-0000	COUNTRY FAIR #1	ERIE	PA	173001 27380
9	88021	2	1945-0000	COUNTRY FAIR #2	ERIE	PA	173001 399315
10	88054	1	1945-0000	COUNTRY FAIR #5	ERIE	PA	173001 399312
11	88096	1	1945-0000	COUNTRY FAIR #9	SHARON	PA	173004 554691
12	88112	1	1945-0000	COUNTRY FAIR #11	WESLEYVILLE	PA	173001 399311
13	88120	1	1945-0000	COUNTRY FAIR #12	WATERFORD	PA	173001 399011
14	88138	1	1945-0000	COUNTRY FAIR #13	GIRARD	PA	173001 399121
15	88146	11	1945-0000	COUNTRY FAIR #14	ERIE	PA	173001 399141
16	88178	1	1945-0000	COUNTRY FAIR #18	FAIRVIEW	PA	173001 653511
17	88203	2	1945-0000	COUNTRY FAIR #8	TITUSVILLE	PA	173001 681631
18	88211	1	1945-0000	COUNTRY FAIR #21	FRANKLIN	PA	173001 221391
19	88229	1	1945-0000	COUNTRY FAIR #22	CONNEAUT LAKE	PA	173001 399146
20	88237	1	1945-0000	COUNTRY FAIR #23	ERIE	PA :	173001 399149
21	88245	1	1945-0000	COUNTRY FAIR #24	ERIE	PA	173001 399287
22	88252	_1	1945-0000	COUNTRY FAIR #25	ERIE	PA	173001 304674
23	88260	1	1945-0000	COUNTRY FAIR #26	ALBION	PA	173001 666960
24	88278	11	1945-0000	COUNTRY FAIR #27	ERIE	PA	173001 424929
25	88302	1	1945-0000	COUNTRY FAIR #30	MEADVILLE	PA	173001 297551
26	88310	4	1945-0000	COUNTRY FAIR #31	CORRY	PA	173001 399214
27	88328	1	1945-0000	COUNTRY FAIR #32	ERIE	PA .	173001 764587
28	88336	11	1945-0000	COUNTRY FAIR #33	ERIE	PA	173001 764553

McLAN	ENÈ: D	ORAL	B2G1F/	IUNE PROMOTION	#800433	į	
RETAIL	DISTRIE	BUTIO	N DATE:	WEEK OF JUNE 8,	1998		
#/ STORES	McLANE# [	#/ DISPLAY	S CHAIN-ID	ACCOUNT NAME	CITY	STATE TAX	S/REP RJR#
29	88344	1	1945-0000	COUNTRY FAIR #34	SHARPSVILLE	PA	173004 843784
30	88351	11	1945-0000	COUNTRY FAIR #35	ERIE	PA	173001 698428
31	88369	1	1945-0000	COUNTRY FAIR #36	SHIPPENVILLE	PA	173005 175107
32	88377	1	1945-0000	COUNTRY FAIR #37	SAEGERTOWN	PA	173001 399124
33	88393	1	1945-0000	COUNTRY FAIR #39	GIRARD	PA	173001 840625
34	88401	1	1945-0000	COUNTRY FAIR #40	ERIE	PA	173001 591733
35	88427	1	1945-0000	COUNTRY FAIR #42	EDINBORO	PA	173001 399091
36	88435	1	1945-0000	COUNTRY FAIR #43	ERIE	PA	173001 665290
37	88443	1	1945-0000	COUNTRY FAIR #44	GROVE CITY	PA_	173004 704478
38	88450	2	1945-0000	COUNTRY FAIR #45	LINESVILLE	PA	173001 478510
39	88468	1	1945-0000	COUNTRY FAIR #46	MC KEAN	PA	173001 704477
40	88476	3	1945-0000	COUNTRY FAIR #47	OIL CITY	PA	173001 221369
41	88484	1	1945-0000	COUNTRY FAIR #48	ERIE	PA	173001 257138
42	88492	_1_	1945-0000	COUNTRY FAIR #49	ERIE	PA	173001 901191
43	88500	1	1945-0000	COUNTRY FAIR #50	ERIE	PA	173001 901192
44	88526	1	1945-0000	COUNTRY FAIR #52	ERIE	PA	173001 591736
45	88559	2	1945-0000	COUNTRY FAIR #55	MEADVILLE	PA	173001 399090
46	88567	1	1945-0000	COUNTRY FAIR #56	ERIE	PA	173001 478517
47	88583	1	1945-0000	COUNTRY FAIR #58	COCHRANTON	PA	173001! 843818
48	88591	4	1945-0000	COUNTRY FAIR #59	ERIE	PA	173001 81901
49	88625	2	1945-0000	COUNTRY FAIR #62	GREENVILLE	PA	173001 732305
50	88815	1	1945-0000	COUNTRY FAIR #81	ERIE	PA	173001 532392
51	88831	2	1945-0000	COUNTRY FAIR #83	ERIE	PA i	173001 202391
52	88849	1	1945-0000	COUNTRY FAIR #84	ERIE	PA	173001 550049
53	88864	2	1945-0000	COUNTRY FAIR #86	NEW CASTLE	PA	173004 843859
54	88914	3	1945-0000	COUNTRY FAIR #91	ERIE	PA	173001 20331
55	88922	2	1945-0000	COUNTRY FAIR #92	MERCER	PA	173004 23296
56	88930		1945-0000	COUNTRY FAIR #93	GROVE CITY	PA	173004 502795
57	88955	1	1945-0000	COUNTRY FAIR #95	UNION CITY	PA	173001 511993
58	88963	1	1945-0000	COUNTRY FAIR #96	ERIE	PA	173001 532396
59	88971	2	1945-0000	COUNTRY FAIR #97	ERIE	PA	173001 535558
60	88989	1	1945-0000	COUNTRY FAIR #98	ERIE	PA	173001 533285
61	88997	1	1945-0000	COUNTRY FAIR #99	NEW CASTLE	PA	173004 844058
	84 1945-0000 Total						
426 Grand Total					518	53 4890	